Dr. Roberto Acosta East West Seed Company, Inc. Km. 54 Cagayan Valley Road, Brgy. Sampaloc San Rafael, Bulacan 3008 Philippines

+63-44-766-4952 local 227 (office) +63-44-766-1005 (fax)

+63-918-921-7986 (mobile)

c7954@yahoo.com

roberto.acosta@eastwestseed.com



Roberto Acosta

Education

Ph. D. International Development (2002)
 Graduate School of International Development, Nagoya University

Japan

M.M. Development Management (1995)
 University of the Philippines at Los Baños

Philippines

• **B.Sc. Agricultural Economics** (Cum Laude) (1987) University of the Philippines at Los Baños

Philippines

Work Experiences

Since May 2002 East West Seed Company, Inc.(Dutch-Filipino agri-business company) Bulacan, Philippines Manager, Technology Transfer Department

- Conceptualized and pioneered the implementation of a privatized agricultural extension services in the low-land vegetable crops sub-sector in the Philippines
- Organize and manage programs and projects aimed at the transfer of appropriate vegetable production technologies through various Public-Private Partnership (PPP) modalities to poor and small farmers in eight provinces of the country
- Develop and implement business and marketing plans for the company's horticulture technology transfer services composed of 10 technical staff and 4 support staff.
- Prepare project proposals for potential funding from local and international sources
- Develop and maintain proactive networks with civil society, private and public sectors to promote adoption/adaptation of modern vegetable production technology as a poverty reduction strategy
- Responsible for the contract closure of a total of P 30 million (US \$ 577 thousand) worth of technology transfer projects within a period of 4 years
- Facilitate strategic and medium-and-annual work planning workshops for the company.

1998-2002 Graduate School of International Development, Nagoya University Research Scholar

Nagoya, Japan

 Ph.D. studies on how local government capacity affected the performance of indirect provider functions in urban water supply and the subsequent performance of water utilities with private sector participation (PSP) in secondary cities and small towns in developing countries

1999-2001 Graduate School of International Development, Nagoya University Teaching Assistant

Nagoya, Japan

- Assisted in facilitating the research seminar on "Social Development Policy and Planning in Developing Countries" and arranged schedules of reporting by students
- Prepared a background report on the farming systems and community health practices in Nepal
- Facilitated students' workshops during the preparatory Overseas Field Work 2000 course
- Taught graduate students on the "how to's of Participatory Rapid Appraisal (PRA) techniques such as key informant interviews, workshops, focus-group discussions, field observations, and walkthroughs as data gathering techniques for the fieldwork
- Edited individual/group reports and overall research report of the OFW Philippines 2000

July-September 1999 Asian Development Bank Summer Intern

Manila, Philippines

- Prepared a working paper on innovative resource mobilization strategies for local governments and how these can be modified for adaptation in the Philippines
- Reviewed the Mindanao Urban Development Program and recommended revisions in the project strategy
- Served as resource person on the adoption of the Logical Framework Approach Project Planning Matrix (LFA-PPM approach) for proposed projects under the Water Supply, Urban Development and Housing Division
- Provided technical support to the Senior Urban Development Consultant on the assessment of the status of decentralization in the Asia-Pacific region

1

Work Experiences (continued)

1997-1998 USAID-assisted Governance and Local Democracy (GOLD) Program - Leagues of Local

Governments' Strengthening Component Project Consultant

Manila, Philippines

- Organized, managed and facilitated sharing workshops on best practices in local governance in the areas of management information systems, land use planning, disaster management, and local government finance
- Assisted in federating various local government associations into the Union of Local Authorities of the Philippines, and in organizing of the Provincial Communicators League of the Philippines, and Cooperative Officers Association of the Philippines
- Provided technical advice on the review of the experience of decentralization in the Philippines
- Facilitated workshops on reconciling the opposing views of local governments and civil society on the proposed revisions to the Local Government Code of 1991
- Prepared position papers on various issues in local governance
- Provided technical secretariat support to the Donors Forum on Local Governance
- Represented the program in various technical working groups which included the Proposed Revisions to the Local Government Code of 1991, the UNDP – Philippines Effective Local Governance for Cooperatives Development Project, Governance and Institutions Development of the Philippine Medium-Term Plan for the 21st Century, and on mitigating the effects of the 1998 El Niño phenomenon

1993-1996 European Union assisted-Earthquake Rehabilitation Programme Division Chief, Planning, Monitoring and Evaluation Division

Cordillera Region, Philippines

- Organized and managed the six-persons Planning, Monitoring and Evaluation Division
- Developed participatory and gender-sensitive methodologies on planning, monitoring and evaluation and trained program personnel on their implementation
- Conceptualised and managed the implementation of a participatory approach in project development and management
- Reviewed and evaluated Environmental Impact Assessments of rural infrastructure projects
- Developed linkages with local government units, non-government organizations, national government agencies, other EU-assisted development and economic cooperation programmes, and with legislators
- Developed and implemented a project appraisal methodology which shortened the review and approval of project proposals by 50 percent (two weeks instead of one-month)
- Appointed Acting National Program Director from April to May 1995

1991-1992 GTZ-assisted Bondoc Development Program Section Chief, Planning, Monitoring and Evaluation Section

Quezon, Philippines

- Supervised the five-person Planning, Monitoring and Evaluation Section
- Coordinated the preparation of project plans of cooperating national government agencies, local government units, non-government organizations and people's organizations
- Conceptualised, pilot-tested and scaled-up implementation of methodologies on participatory program
 planning, monitoring and evaluation and trained personnel on the implementation of the methodologies
- Facilitated participatory planning and M & E sessions using the ZOPP (Goal Oriented Project Planning) methodology.
- Coordinated and facilitated the preparation of the Logical Framework/ Project Planning Matrix (PPM) of the program
- Evaluated project proposals submitted for possible financial assistance
- Developed a methodology for the selection and recruitment of field personnel
- Provided technical support to consultants and visiting members of the German Parliament

1988-1991 Presidential Management Staff,

Malacañang, Manila, Philippines

Office of the President of the Republic of the Philippines Presidential Staff Officer

- Analysed periodic trends in the agriculture and natural resource sectors and prepared policy position papers
- Prepared draft answers to former President Corazon C. Aquino's interview questions, and briefing materials, television and radio programs such as "Magtanong sa Pangulo" (Ask the President)
- Attended to requests/petitions sent to the Office of the President and referred/followed-up actions of national government agencies and local government units on said requests/petitions
- Established and maintained linkages between the office and other government agencies, non-government and private organizations
- Provided technical secretariat support to various committees created by the Office of the President

Other Work Experiences

May -July 2001 JICA Training Course on Participatory Comprehensive Health Administration Promotion in the Mindanao SZOPAD (Special Zone of Peace and Development) for the Republic of the Philippines. Resource Person Nagoya, Japan

Reviewed programs of action prepared by course participants composed of Municipal and Provincial Health
Officers from the Autonomous Region of Muslim Mindanao (ARMM) and provided recommendations on how
these could be adjusted to the organizational capacities of their offices and the needs of their clients

January 1999 Nagoya Institute of Education and Development Resource Person

Nagoya, Japan

 Lectured on rural development approaches in the Philippines and the Technology of Participation (TOP) methodology to members of Nagoya-based non-governmental organizations

June - October 1991. Manuel S. Enverga University Foundation – Catanauan Campus **Lecturer**

Quezon, Philippines

- Taught "Introductory Course on Economics" to a class of 54 undergraduate students.
- Simplified abstract economic concepts by translating these into daily life experiences by which the students were able to identify and relate themselves with.

Scholarship Grants

- Japanese Government (Monbukagakusho) Scholar for Ph.D. degree in International Development at the Graduate School of International Development, Nagoya University, Japan. April 1998 to March 2002
- Fuji Xerox Setsutaro Kobayashi Foundation for the conduct of research fieldwork for Ph.D. Dissertation. July 2000 to June 2001.
- Peace and Friendship Scholar, Association of International Education Japan (AIEJ) for one-year residence as Research Student at the Graduate School of International Development, Nagoya University, Japan. January 31-1996 to January 31, 1997
- Short Term Scholar, Deutsche Stiftung für Internationale Entwicklung (DSE) for a six-weeks professional training course on "Methods and Techniques of Project Management". November 04 to December 13, 1991

Publications, Research Articles and Presentations

- Performance of a Privately Owned and Operated Water Utility and Implications for Private Sector Participation in the Production and Delivery of Water Services in Small Towns and Cities in the Philippines.
 Forum for International Development Studies, Volume 20 (Dec. 2001), 85-112. Also presented during the Symposium on Local Government Capacity an Poverty Alleviation Policies within the Framework of Decentralization: The Case of the Philippines and Indonesia, held on October 22-23, 2001 at the Graduate School of International Development, Nagoya University, Japan
- Local Government Capacity and the Performance of Private Sector Participation in Urban Water Supply in Secondary Cities and Small Towns in Developing Countries: Preliminary Evidence from the Philippines. August 2002. A Research Paper for 2000, The Setsutaro Kobayashi Memorial Fund, Fuji Xerox Co., Ltd., Tokyo, Japan
- Local Government Capacity and the Performance of Private Sector Participation in Urban Water Supply in Secondary Cities and Small Municipalities in Developing Countries: Evidence from Three Philippine Cases. March 2002. Unpublished Ph.D. Dissertation submitted to the Graduate School of International Development, Nagoya University, Japan
- Innovations on Resource Mobilization and Urban Services Delivery: Lessons Learned and Implications to the Philippine Urban Sector. September 1999. A research paper submitted to the Water Supply, Urban Development and Housing Division, Agriculture and Social Sector Department – East, Asian Development Bank, Manila, Philippines
- Planning in Disaster Recovery: The Case of an Agriculture Rehabilitation Project in the Cordilleras, Northern Luzon, Philippines. Unpublished Field Study submitted to the Graduate School, University of the Philippines at Los Baños, Philippines

Specialized	Underwent specialized trainings (local and abroad) on:		
Trainings	 Institutional Changes in the Urban Water and Sanitation Sector (48 hours) Technologies of Participation - Level 1(16 hours) Integrated Rural Accessibility Planning (IRAP), Data Analysis and Map Preparation/Presentation (40 hours) Introduction to Development Planning and Management (48 hours) Community Organizing and Development (48 hours) Gender Sensitivity (24 hours); Methods and Techniques of Project Management (1.5 months) Ziel Orienterte Proyect Planung (ZOPP) (40 hours) Project Benefit Monitoring and Evaluation (PBME) System for Foreign Assisted Projects (15 days) Policy Analysis, Decision Aiding Software and Super-Optimum Solutions (16 hours). 		
			1 only finalytic, Booldion filanty contrains and cupor optimum conditions (10 fiction).
		Membership	Philippine Association of the Japanese Ministry of Education Scholars
		in	Gamma Sigma Delta Honor Society of Agriculture - Philippine Chapter
		Professional	Philippine Agricultural Economics and Development Association
		Societies	International Society of Horticultural Science
		Computer	Microsoft Word, Excel, Explorer, PowerPoint, Statistical Packages for the Social Sciences (SPSS), Adobe
		Proficiency	Acrobat
		Languages	English, Filipino: fluently written and spoken
			Spanish, Nihongo: basic knowledge
Personal	Overview		
Information	 Date and Place of Birth: January 17, 1967 in La Union, Philippines (39 years old) 		
	 Marital Status: Married to Dr. Sherlyne Almonte-Acosta (Associate Professor, College of Education, De La Salle University – Manila) and blessed with two lovely daughters 		
	Hobbies		

San Rafael, Bulacan, Philippines 01 May 2006

• Cuisine, fishing and mountain biking

Dr. Roberto Acosta